

Utah Skill Certification

Student Performance Evaluation

Test # 150 – Agricultural Business and Management (CIP 010111)

(Print) Student's Name:	Date:
(Print) Teacher's Name:	School:
Teacher Signature:	District:

The performance evaluation **is a required component of the skill certification process**. Each student must be evaluated on the required performance objectives outlined below. Performance objectives may be completed and evaluated at anytime during the course. Students who achieve a 3 or 4 (moderately to highly skilled) on **ALL** performance objectives and 80% or higher on the written test will be issued an ATE skill certification certificate.

- Students should be aware of their progress throughout the course so that they can concentrate on the objectives that need improvement.
- Students should be encouraged to repeat the objectives until they have performed at a minimum of a 3 or 4 (moderately to highly skilled) on all performance objectives.
- When all performance objectives have been achieved at a minimum of a 3 or 4 (moderately to highly skilled) then "Y" (Y=Yes) is recorded for that student on the Performance Evaluation Summary Score Sheet.
- If the student scores a 1 or 2 (limited to no skill) on any performance objective then "N" (N=No) is recorded for that student on the Performance Evaluation Summary Score Sheet.
- All performance objectives **MUST** be completed and evaluated prior to the written test.
- The teacher will bubble in "A" on the test answer sheet for item #81 for students who have achieved "Y" on all of the student performance objectives.
- The teacher will bubble in "B" on the test answer sheet for item #81 for students who have one or more "N's" on the student performance objectives.
- The signed Student Performance Evaluation Sheet for each student must be kept in the teachers file for two years.

Performance Rating Scale

4 = Highly Skilled	Successfully demonstrated without supervision.
3 = Moderately Skilled	Successfully demonstrated with limited skill.
2 = Limited Skill	Demonstrated with close supervision.
1 = Not Skilled	Demonstration requires direct instruction and supervision.

Student Performance Objectives

Standard 01 – Students will understand the integral nature of the Agricultural Education Program.	1	2	3	4
<ul style="list-style-type: none"> • Develop short and long range leadership and personal development goals • Attend an FFA meeting • Develop short and long-range SAE goals • In an approved recordbook, record all transactions and activities on a SAE 				

Standard 02 – Students will understand management functions. <ul style="list-style-type: none"> Research and debate different management strategies and techniques. 	1	2	3	4
Standard 04 – Students will understand economic principles. <ul style="list-style-type: none"> Make management decisions based on an analysis of economic information. 	1	2	3	4
Standard 05 – Students will understand basic Agricultural Business Management procedures. <ul style="list-style-type: none"> Analyze and compare credit sources and types, calculate repayment ability, and costs of credit. Make management decisions based on financial and production records. Determine the tax obligations for an agribusiness. 	1	2	3	4
Standard 06 – Students will understand marketing, sales and purchasing. <ul style="list-style-type: none"> Design a marketing plan for an agricultural product or service. Demonstrate agriculture sales skills in a role-playing situation. 	1	2	3	4
Standard 07 – Students will compare and contrast different types of ownership. <ul style="list-style-type: none"> Analyze and compare the advantages and disadvantages of cooperative, corporate, single proprietorship, and partnership as the basic ownership structures. 	1	2	3	4
Standard 08 – Students will demonstrate Computer applications skills. <ul style="list-style-type: none"> Perform business operations using database, word processing, and spreadsheet software. 	1	2	3	4
Standard 10 – Students will understand business ethics. <ul style="list-style-type: none"> Analyze and interpret questions of ethics. 	1	2	3	4